

Message Text

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PAGE 01 GEORGE 01637 011120Z

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ACTION COME-00

INFO OCT-01 ISO-00 EB-07 ARA-06 /014 W

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R 301700Z SEP 75

FM AMEMBESY GEORGETOWN

TO SECSTATE WASHDC 1820

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DEPT PASS USDOC

E.O. 11652: N/A

TAGS: BEXP, GY

SUBJECT: PRIVATE TRADE OPPORTUNITY- SPECIAL HANDLING

REF: STATE'S A-3218 OF MAY 6, 1975

1. MR. J.G. EVANS, ELECTRICAL CONTRACTOR, OF GEORGETOWN, GUYANA HAS BEEN IN CONTACT WITH MR. P. RAYMOND ORENS, VICE PRESIDENT, INTERNATIONAL OPERATIONS, MCGRAW EDISON, CANONSBURG, PENNSYLVANIA TEL: (412) 873-2100 CONCERNING GUYANA ELECTRICITY CORPORATION'S (GEC) URGENT NEED FOR TRANSFORMERS, POLE LINE HARDWARE AND CABLE FOR PROPOSED 100 MILE HV TRANSMISSION LINE. TOTAL POTENTIAL SALE THESE SUPPLIES OVER US DOLS ONE MILLION. GEC WANTS SINGLE SUPPLIER TO PRESENT PACKAGE OFFER, AND MCGRAW EDISON HAS ALREADY SENT SOME QUOTATIONS ON SMALL AMOUNT OF SUPPLIES.

2. EVANS HAS REQUESTED MCGRAW EDISON TO SEND REPRESENTATIVE TO GEORGETOWN IN ORDER TO GO OVER TOTALBUYER NEEDS, ESTABLISH LETTER OF CREDIT, ETC. UNFORTUNATELY, MCGRAW DECLINED TO SEND REP. IMPORTANT TO NOTE THAT GEC ITSELF NOT RPT NOT YET IN CONTACT WITH MCGRAW NOR IS IT AWARE THAT EVANS HAS FOUND POTENTIAL SUPPLIER. CONSEQUENTLY, EVANS WANTS HIS COMMISSION TO BE COVERED IN QUOTED PRICES, LEST GEC REFUSE TO PAY HIM ANY FEE SINCE HE IS NOT RPT NOT OFFICIAL AGENT OF MCGRAW EDISON.

3. ACTION REQUESTED- COMMERCE SHOULD CONTACT ORENS AND ADVISE HIM OF MAGNITUDE OF POTENTIAL SALE. ALSO SUGGEST THAT SALES REP TRAVEL
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PAGE 02 GEORGE 01637 011120Z

TO GUYANA. WE BELIEVE THIS TRADE OPPORTUNITY MEETS CRITERIA C OF

REFAIR. IF MCGRAW EDISON UNINTERESTED IN PURSUING SALE IT WILL LIKELY
GO TO CANADIAN ORUK FIRMSINCE BOTH COUNTRIES ACTIVELY SUPPORTING
ELECTRICITY EXPANSION PROGRAM HERE. PLEASE ADVISE WHETHER OR NOT
MCGRAW ACCEPTS PROPOSAL.

4. IN VIEW OF ABOVE, ROUTINE TOP DISSEMINATION NOT RPT NOT
RECOMMENDED.

DECONTROL UPON RECEIPT.
MATTHEWS

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NNN

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